

UNITED TECHNOLOGIES CORP 1300-1430, Thursday, 26 June 1980 (B Version)

Both you and I risk assessment business

- You new ventures?
  - Financial wisdom of initiatives overseas? Need in the

- Me - How badly U.S. need info?

Therefore, thought most useful: give you my assessment environment in which will be taking risks in 1980's

- 1. Ist Sow leadership not feel inferior militarily How we respond? How we adjust - can't alter fact - perhaps trend
- 2. Continued high rates economic growth to which accustomed not likely continue

  PROD O/L + OTHER KEEP ()EC) = 5

  OPEC will drain off \$127 B this year compared with \$3 B in 1978 125% increase in price

\$127 B eats up much of foreign exchange of LDC's Even OPEC GNP growth slowing Soviet & E. Eur also constrained. Impact on pol/social structures could be large OL LABOR PROD RAW MATL

Politically, mechanisms to adjust to these two facts of life not as well established as in past

NATO/Japan demanding greater voice
Raw material LDC's more assertive, In part due
to perception that US less willing/capable
playing leadership role of past - Criteria
not same for judging

